

## CIRCULAR No. 97

### INCREASING DAIRY PROFITS.

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Profit is the difference between cost of production and the selling price. To insure the largest profit in milk production, the cow owner must know that each cow in the herd is producing enough milk to pay for feed, labor, interest, taxes and depreciation, and then leave some for profit. In one herd, eleven cows produced \$200 worth of butterfat above feed cost, while four others ate \$20 worth of feed more than the returns for their butterfat paid for. So that the whole fifteen only averaged \$15 each above cost of feed. While, if the man had had only the best eleven, he would have had \$20 more money, saved the feed and the labor of handling. The only certain way in which these "robber" cows can be located is by yearly records of milk production. No man has yet been found who can guess accurately on every cow in a herd. Records may be made by the owner, or by several joining together in a cow test association, and employing a man to do the work.

Having located the unprofitable cows, and eliminated them, their places can be filled in a few cases by purchase. The prices are getting high. The best way is through the purchase of a pure-bred sire from a profitable cow, and the saving of his daughters out of the best cows in the herd. Each community should adopt one breed and all buy sires of the same breed. In a short time the grade surplus stock will command from \$10 to \$50 a piece above the common scrub stock, because of the large amount of it to be found in one community and the reputation they will acquire for breeding that one class of stock.

Profits can usually be increased by better feeding. Each cow must have enough food—first, to maintain herself; second, with which to make the milk she yields, and any surplus above this is stored up in the form of fat to be used later when she don't get enough food. The cow that has the ability to produce forty pounds of milk a day, and is only fed enough to make twenty-five or thirty pounds a day, does not make milk as cheap as she would when fed to her capacity. In the judgment of the writer, the dairy cow that has the ability to make thirty pounds of milk a day, or better, cannot eat enough alfalfa hay to enable her to do her best work, and she should be fed some form of grain or by-product concentrate low in protein to supplement the alfalfa hay eaten. Every cow must have enough feed. The feed she does eat must contain the minimum amount of protein required for her maintenance and for production of milk. An insufficient amount of feed limits production, an insufficient amount of protein limits production.

